



J-3/4 Logistics Operations & Readiness



DLA
Customer Collaboration /
Demand Data Exchange

Warfighter Support

Stewardship

Growth & Development



What DLA Can Do

DLA has a proactive process in which we invest in inventory for our customers, in advance of their needs, to help them get the spare parts they need, when they need them, so they can meet their mission requirements

That process is called *Demand Data Exchange (DDE)/Customer Collaboration (CC)*

Demand Data Exchange

(DDE)

Customer Collaboration (CC)



- What is it?
 - Web-based process that allows customers to share their requirements w/DLA
 - Customer and DLA evaluate fluctuations based on exceptions
 - Intended to improve DLA's and the Customer's Relationship and Forecast Accuracy
- DDE transaction tells DLA:
 - Who? (Customer DoDAAC)
 - What? (National Stock Number)
 - How Much? The total quantity needed
 - When? Up to 60 month of future requirements



DDE/CC is a “LEAN” Process

- DDE is a Lean Process
 - In advance of need,
 - DDE tells DLA to ramp up from low-rate to full-rate production
 - Projects new requirements that wouldn't be visible from history
 - DDE tells DLA to wind down their Requirements when production changes
 - Customer can project “Zero” demand if previously used materiel is no longer needed
 - Allows DLA to lean out the supply chain & make better investments for you with our dollars
 - Is perfect for instances where DLA's models cannot predict the future based on the past



DDE/CC or DLA Statistical Forecast

**Customer
Submits DDE
&
Collaborates
w/DLA**

***Proactive - DLA Looks thru the Customer's
Eyes***

**Build
Demand
Plan for
Customer**

**Aggrega
te
Worldwi
de
Demand
Plans**

**Buy
parts
Lead
Time
Before
Demand**

**Funded
Customer
Requisiti
on**

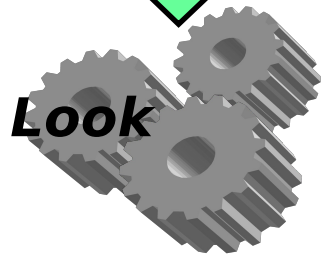
OR

**DLA Uses
Statistical
Forecast
based on
past order
history**

Reactive - DLA's Rear View Mirror Look

Parts

**Customer funds not required before
requisition**





What do we need from our Customer?

To manage mutual expectations, customers and DLA will:

- Sign a non-contractual, good-faith agreement (**Joint Collaboration Agreement-JCA**)
- JCA Outlines “Ground Rules” such as:
 - Accurate requirements based on clean Bills of Materiel (BOM)/clean schedule data
 - Customer/DLA will identify personnel to collaborate
 - Customer and DLA will review their accuracy



Demand Plan Accuracy (DPA)

- Since DLA is buying materiel based on the customer's DDE in advance of funded requisitions, DLA tracks DPA
- DPA measures the accuracy of the projected demand compared to the actual demand
- DPA will track:
 - The DLA Forecast with Demand Planner Input
 - The Customer's DDE Transactions
 - The Published Forecast (combined Customer input and DLA forecast)
- This is a new measure for DLA
 - Customers and DLA will set DPA goals together



Summary

- Collaborative Planning is an investment like a 401K
 - Benefits and successes will not occur overnight
- The DDE/Collaborative planning process establishes accountability for future forecast accuracy
- DDE / Customer Collaboration is a Service Offering that allows DLA to partner with our customers
- Proactive planning helps meet the needs of 21st Century Warfighter



Need More Information?

For more information please
contact:

Collaboration@dla.mil



Back Up Charts



General Guidance: When a customer should submit DDE

- Send DDE for “zero” requirements on DLA NIINs that you have:
 - Previously ordered from DLA
 - AND you plan to stop ordering from DLA in the future.
This will ramp the DLA statistical forecasts down to zero
- Send DDE on DLA AAC D NIINs with $>$ or $=$ 25% absolute value deviation on future order projections compared to their past order rate
- Send DDE on DLA AAC Z NIINs with $>$ or $=$ 200% absolute value deviation on future order projections compared to past order rates and with a quantity variance $>$ 3 (for that NIIN’s unit of issue)
- Send DDE for AAC Hs with $>$ or $=$ 25% absolute value deviation on future order projections compared to their past order rate (Note: DLA is determining how to capture this and send to the Supplier)



General Guidance: When a customer should submit DDE continued

- Send DDE for DLA NIINs that are AAC J:
 - Only if you have worked w/your respective weapon system program management office to have the NIIN weapon system coded via WS1 transaction to one of the following WSICs: F, H, G, L, M, P, T, X or W via a WS1 transaction
 - AND can provide verification of such to your DLA Demand Planner in the Comments Field of Manugistics Collaborate
 - Note: Per DLA stockage policy, DLA will not stock NIINs with WSIC N, J, R, Y, K, S, Z unless there have been 4 orders within the last 12 months
- Rather than submit DDE on DLA NIINs with an AAC V or Y, research whether the NIIN has a DLA replacement and send DDE on the replacement NIIN. Send DDE for “zero” requirements for the NIIN that has been replaced if you do not intend to order it any longer
- Before submitting DDE on any AAC not listed above, please contact your CRM Cell DP. Your DP will engage the Collaboration Program Team for additional guidance
- After identifying all of your monthly DDE candidates using the guidance above and/or your criteria, sort by highest variance and only send the number of DDE transactions that your team can manage in a given month (this number will start small and increase over time)